

APPENDIX C PRICING INDEX
DIR-SDD-2021
TELE-COMMUNICATION, INC.
Amendment No. 3

Note - "Wireless" listed on this Appendix C are for in office short range use, not cellular-type wireless products.

Mfr	Products	Customer Discount % off MSRP
Aastra	Accessories-Basic	0.00%
	Accessories-Standard	4.50%
	Phones - Media	4.50%
	Accessories-Phone	14.50%
	PBX Set	14.50%
	Phone - IP	14.50%
	Accessories	19.50%
	Phones-Analog w/display	19.50%
	Basestation	19.50%
	Phones-Digital w/display	19.50%
	Phones-IP	19.50%
	Licences	19.50%
	PBX	19.50%
	Phones - Lync	19.50%
	Phones-SIP	19.50%
	Software	19.50%
	Phones-IP/SIP	19.50%
	Accessories-Misc	24.50%
	Phones-Analog	24.50%
	Phones-Digital	24.50%
	Phones - Lync Lobby	24.50%
	Phones-Accessories	24.50%
	Accessories-Other	29.50%
	Phones - Lync	29.50%
	Accessories-Small	39.50%
	Accessories-XI	44.50%
	Accessories-55i/53i/57	49.50%
AudioCodes	Support Services/Maintenance	0.00%
	Implementation Services	19.50%
	Gateways	19.50%
	Hardware	19.50%
	IP Phones	19.50%
	Management	19.50%
	Mobility	19.50%
	MSBG	19.50%
	Power Cord Kits	19.50%
	Recording	19.50%
	Session Border Controllers	19.50%
	Single and Dual HD Channel System	19.50%
	Software	19.50%
	Support Services/Maintenance/Installation	19.50%
	Training	19.50%

Mfr	Products	Customer Discount % off MSRP
Avaya	Phones	19.50%
	Phones	24.50%
	Phones-1100/1200/1400/1600/3900/7000	29.50%
Avaya	Phones-9400	29.50%
	Phones-2033	29.50%
	Phones-3700IP	34.50%
	Phones-9000	39.50%
	Phones-9000/SIP	44.50%
	Phones-B100	44.50%
	Accessories-Compunetix	0.00%
	Implementation-CIS	0.00%
	Accessories-1600 Replacement	4.50%
	Accessories-AWTS Power	4.50%
	Accessories-Other	4.50%
	Accessories-Paging	4.50%
	Desi Labels	4.50%
	Licenses - ECAS	4.50%
	Accessories-PDM2	9.50%
	Accessories-Power Misc	9.50%
	SME Basic	9.50%
	SME APR/AFTMKT	9.50%
	Accessories-Misc	14.50%
	Accessories-S Series	14.50%
	Cables and Connectors	14.50%
	Power Injectors	14.50%
	Support-IPO RTS	14.50%
	Support-SME Total Care	14.50%
	Support-SS/SSU VP	14.50%
	Accessories-AWTS-Misc	29.50%
	Accessories-DECT Misc	29.50%
	Accessories-IP DECT	29.50%
	Accessories-Power	29.50%
	Accessories-Advanced	34.50%
	Support-APC/Aura	34.50%
	Accessories-IP400/500/IPO	39.50%
	Licenses	39.50%
	Remote Implementation & Configuration Support	39.50%
	Servers	39.50%
	SMBS	39.50%
	Accessories-AWTS/DECT	39.50%
	Support-SS/SSU	39.50%
	Implementation-CIS/OneTime	39.50%
	Accessories-Partner/DL	44.50%
	Support-JSD SS IPO P1PP	44.50%
	Support-JSD SSU IPO P1AN	44.50%
	Accessories-Module	49.50%
	Accessories-Partner Upgrade	49.50%
Avteq	Ethernet Wall Plate	0.00%

Mfr	Products	Customer Discount % off MSRP
	Wall Plates & Power Supplies	4.50%
	GM VSX7000 Subwoofer Secure	9.50%
	Articulating Tilting Wall Mounts and Custom Rack Shelves	14.50%
	Accessory Shelves	19.50%
	Fixed mount for single display from 24" to 37"	24.50%
Avteq	Showstands	24.50%
	SC Carts	24.50%
	CS Wall Mounts	24.50%
	Misc. Accessories	29.50%
	Basic Tall Carts	29.50%
	Aluminum Single Monitor Carts	29.50%
	Articulating tilting wall mount for screens (22" to 32")	29.50%
	TEQ Series	29.50%
	Medical Carts	29.50%
	RPS Accessory Shelves	29.50%
	Tabletop Mounting Systems	29.50%
	Universal Mounting Kits	29.50%
	CS2 Wall Mounts	29.50%
	Wall Pedestals Systems	29.50%
	RPS Accessory Shelves (AS5)	34.50%
	4RU Drawer for Revo Labs	34.50%
	C3 System	34.50%
	TouchTEQ Kiosk	34.50%
	Vista Vault	34.50%
	Fixed mount for single display from 24" to 37"	39.50%
	Vista Vault	39.50%
	Tall Carts with 19" Racks	39.50%
	Credenza	39.50%
	Telemedicine Carts	39.50%
	Ceiling Mount 1	39.50%
	GM200 Rear Panel	39.50%
	Tall Carts with 19" Racks	44.50%
	Conference Tables	44.50%
	Popup Mounting Bracket	44.50%
	Round Conference Tables	44.50%
	Pedestal 50	44.50%
	RPS-1000 with Extended Back	44.50%
	Team Space Center	44.50%
	Avteq Elite System	44.50%
	Wood Veneer	44.50%
	GMP TT2 Series	44.50%
	Showstands	49.50%
	Ceiling Mount 1	49.50%
	RPS-1000 with Extended Back	49.50%
	Accessories (APA, ACS-200, GM-2005, LPTR2-1219)	49.50%
	Low profile Wall Mount	49.50%
	Ceiling Mount 2	49.50%
	RPS Accessory Shelves (1000S)	49.50%
	Tilting Ceiling Mounts	49.50%

Mfr	Products	Customer Discount % off MSRP
	Universal Wall Mounts	49.50%
	Universal Tilt Mounts	49.50%
	GMP 350L Series	49.50%
BIAMP Systems	Accessories	39.50%
	Digital signal processors	39.50%
	Mixer/Amplifiers	39.50%
BIAMP Systems	Digital signal processors -Nexia TC/VC	49.50%
Boxlight	Screens-Electric-100	4.50%
	Cables-Long	9.50%
	Screens-Electric	9.50%
	Screens-Marker Boards-Lg	9.50%
	Cables-In/Out	14.50%
	Lamps-Basic	14.50%
	Lenses	14.50%
	Mounts-Cathedral	14.50%
	Screens-Manual	14.50%
Boxlight	Screens-Pop Up	14.50%
	Cables-Premium	19.50%
	Display Devices	19.50%
	Lamps	19.50%
	ModelMaker	19.50%
	Mounts	19.50%
	Pens/Wands/Cases	19.50%
	Projector-Portable & Multipurpose	19.50%
	Screens-Marker Boards	19.50%
	Warranty-Extended	19.50%
	Audio-Accessories	24.50%
	Cables-Booster-Long	24.50%
	Cables-Misc	24.50%
	Lamps-Pro	24.50%
	Lenses-Advanced	24.50%
	Audio & Other	29.50%
	Cables-Booster	29.50%
	Cables-Specialty-VHS	29.50%
	Lamps-Pro/CP	29.50%
	Mounts-Misc	29.50%
	Projector-Large Venue-Durable	29.50%
	Projector-WX30/X35N	29.50%
	Cables-Specialty	34.50%
	Lamps-Spare	34.50%
	Mounts-Accessories	34.50%
	Projector-Large Venue	34.50%
	Remotes-Special	34.50%
	Accessories-Other	39.50%
	Cables	39.50%
	Lamps-Standard	39.50%
	Lenses-Standard	39.50%
	Mounts-Pro	39.50%
	Projector	39.50%
	Screens-Cart	39.50%

Mfr	Products	Customer Discount % off MSRP
	Cables-USB	44.50%
	Mounts-Universal	44.50%
	Projector-Portable & Multipurpose-BL	44.50%
	Warranty-Lamp-3yr	44.50%
	Accessories-Seattle	49.50%
	Cables-ProjectoWrite	49.50%
Boxlight	Education Pkg	49.50%
	Warranty-Lamp	49.50%
Chief	Chief	29.50%
	Chief-CPU Holder	39.50%
ClearOne	Accessories	0.00%
	Cables	0.00%
	Power Supplies/Cords	0.00%
	Mics-Button - Unidirectional	0.00%
	Accessories Power	4.50%
	Chat Accessory Kits	4.50%
	Expansion Kit	4.50%
	Max Attach IP Expansion Base	4.50%
	Speakers	4.50%
	Mics-Button - Omni directional	4.50%
	Mics-Tabletop	4.50%
	Speaker Phones-Chat -60/160	9.50%
	Speaker Phones-Chat Attach - Skype	9.50%
	Console Display	19.50%
	Headsets	19.50%
	Monitors	19.50%
	Software	19.50%
	Speaker Phones-Chat - MS Optimized	19.50%
	Speaker Phones-Chat 50/150/170	19.50%
	Speaker Phones-Chat 50 w/Cell Cable	24.50%
	Controller	29.50%
	Mics	29.50%
	Repsonse Point	29.50%
	Room Conferencing System	29.50%
	Speaker Phones-Max IP/Attach IP	29.50%
	Speaker Phones-Max Attach/EX/Wireless	34.50%
	Carts/Stand	39.50%
	Rack Cart	39.50%
	Rail	39.50%
	Shelf	39.50%
Draper	Portable Screens-Repair Kit-Pull Tab	14.50%
	Flatscreen-Mounts-Cases	19.50%
	Portable Screens-Repair Kit	19.50%
	Portable_Screens	24.50%
	Portable_Screens-Fold/Modular	24.50%
	Easels	29.50%
	Flatscreen-Mounts	29.50%
	Manual_Screens	29.50%

Mfr	Products	Customer Discount % off MSRP
	Motorized_Screens	29.50%
	Portable Screens	29.50%
	Projector_Lifts	29.50%
Draper	Rear_Screen_Systems	29.50%
	Rear_Screens	29.50%
	Tensioned_Screens	29.50%
	Portable_Screens-Shippable	29.50%
	HDTV	34.50%
	Manual_Screens-V Screen	34.50%
	Trim Kits	34.50%
	Accessories	39.50%
	Manual Screens-Luma	39.50%
	Manual Screens-Misc	39.50%
	Manual Screens-Star	39.50%
	Portable_Screens-Carrying Case	39.50%
	Portable_Screens-Pull Up	39.50%
	Portable_Screens-Travel	39.50%
	Portable_Screens-Tripod	39.50%
	Wall Brackets-6"	39.50%
	Portable_Screens-Carrying Case Vinyl	44.50%
	Wall Brackets-10"-24"	44.50%
Engenius	Accessories 1	0.00%
	Phones-Freestyle System	0.00%
	Wireless	0.00%
	Accessories-Durofon 1x	0.00%
	Phones-Kits	0.00%
	Accessories 2	4.50%
	Phones-DuraFon Pro HC	4.50%
	Wireless-Components	4.50%
	Accessories 3	9.50%
	Wireless-Accessories	9.50%
	Accessories 4	14.50%
	Wireless-Extras	14.50%
	Accessories 6	19.50%
	Phones-DuraFon	19.50%
	Wireless-Fuses/Protection	19.50%
	Accessories-Durapouch	19.50%
	Accessories 7	24.50%
	Phones-DuraFon System	24.50%
	Wireless-Extender	24.50%
	Accessories 8	29.50%
	Wireless-Add on	29.50%
	Wireless-Special	34.50%
Evoko	Room Manager	19.50%
Extron	HSA-Accessories	0.00%
	Software	0.00%
	Accessories-General	29.50%
	Architectural Interface	29.50%
	AV Components	29.50%

Mfr	Products	Customer Discount % off MSRP
Extron	Cards	29.50%
	Control Processors	29.50%
	Converters	29.50%
	Enclosures	29.50%
	Extenders	29.50%
	Graphics Processors	29.50%
	Hideaway	29.50%
	Mics	29.50%
	Pole Vault	29.50%
	Scalers	29.50%
	SDI	29.50%
	Signal Processors	29.50%
	Switchers-Basic	29.50%
	Touchpanel	29.50%
	Adapter Plates-AAP	29.50%
	Amplifiers-8x	29.50%
	Connectors-Specialty	29.50%
	Line Drivers-Hideaway	29.50%
	Mounting-Touchlink/WallVault	29.50%
	Remote Controls-ATV/DVS	29.50%
	Controllers-Advanced	29.50%
	Controllers-Power	29.50%
	Controllers-Ethernet	29.50%
	Distribution Amplifiers-RGBHV/Msic	29.50%
	Pole Vault System	34.50%
	Accessories	39.50%
	Adapter Plates	39.50%
	Adapters	39.50%
	Amplifiers	39.50%
	Barrels	39.50%
	Cables and Connectors	39.50%
	Distribution Amplifiers	39.50%
	Line Drivers	39.50%
	Matrix Processors	39.50%
	Mixers	39.50%
	Mounting	39.50%
	Remote Controls	39.50%
	Speakers	39.50%
	Support Services/Maintenance/Installation	39.50%
	Switchers	39.50%
	Keypads-Misc	39.50%
	Extenders-Basic	39.50%
	Touchpanel-Accessories	39.50%
	Controllers/Control Panels	39.50%
	Keypads	49.50%
	Mounting-Composite	49.50%
	Cables-MBC	49.50%
Gefen	Accessories	29.50%
	Adapters	29.50%
	Cables	29.50%
	Extenders	29.50%

Mfr	Products	Customer Discount % off MSRP
	Splitters	29.50%
	Switchers	29.50%
	Audio Splitters, Converters and Switchers	29.50%
Gefen	Boosters	29.50%
	Converters and Scalers	29.50%
	Converters, Scalers, Splitters, and Switchers	29.50%
	Digital Signage	29.50%
	EDID Detectives	29.50%
	Hub	29.50%
	Matrixes	29.50%
	Personal Video Recorders	29.50%
	Power Distribution Racks	29.50%
	Power Line Filters	29.50%
	Scalers and Extenders	29.50%
	Speaker Systems	29.50%
	Splitters, Switchers and Matrixes	29.50%
GN Netcom	Accessories - Upgrade Cord	19.50%
	Headset - Bluetooth	29.50%
	Speakerphone - Bluetooth	29.50%
	Accessories - Headband	29.50%
	Accessories - Rockwell	29.50%
	Accessories - Sound Tube Filters	29.50%
	Headsets - UC/Pro	29.50%
	Accessories	34.50%
	EHS Adapter	34.50%
	Headset & Cable Bundle	34.50%
	Headset - Gov	34.50%
	Handset Lifter	34.50%
	Headsets - 9400 Series	34.50%
	Amplifier	39.50%
	Headsets	39.50%
	Accessories - Adaptor	39.50%
	EHS Adapter Cisco	39.50%
	Accessories - Adapter	39.50%
	Recording Jack	39.50%
	Headsets - Soundtube	39.50%
	Accessories - Wireless	39.50%
	Headset - USB	39.50%
	Headsets - BIZ Mono Omni	39.50%
	Headsets - BIZ/USB Binaural	39.50%
	Headsets-Wireless - 9300	39.50%
	Headsets-Wireless - Headset Only	39.50%
	Headsets-Wireless - Microsoft Optimized	39.50%
	Headsets-Wireless - Pro 9450	39.50%
	Headsets-Wireless 9125 Headset Only	39.50%
	Headsets - NC	44.50%
	Headsets - Bluetooth & Softphone	44.50%
	Accessories - Charger	44.50%
	Headsets - Value Line Monaural	44.50%
	Headsets - USB Monaural	44.50%
	Headsets - ADA	44.50%

Mfr	Products	Customer Discount % off MSRP
GN Netcom	Headsets - Convertible	44.50%
	Speakerphone - Microsoft Optimized	44.50%
	Speakerphone - UC	44.50%
	Adapter - ADA	44.50%
	Headsets - 24" Cable	44.50%
	Handset - USB	44.50%
	Accessories - Stereo Cable	44.50%
	Headset - Gov Pro 9460	44.50%
	Headsets - BIZ	44.50%
	Headsets-Wireless	44.50%
	Accessories - BIZ	49.50%
	Accessories - Value Pack	49.50%
	Kit	49.50%
	Accessories - Phones	49.50%
	Headsets-Wireless-Gov	49.50%
Juice Goose	Coax Surge Protector-Inline ISO	4.50%
	Accessories	9.50%
	Coax Surge Protector	9.50%
	Hard Wired Surge Protector	9.50%
	RJ-45 Surge Protector	9.50%
	Surge Protection	9.50%
	UPS Battery Backup	9.50%
	Coax Surge Protector-Inline	14.50%
	Power Conditioners	14.50%
	Surge Protection-Dual/Digital	14.50%
	UPS Battery Backup-Interactive/Online	14.50%
	Hybrid AC Line Filter-Rackmount	19.50%
	Power Sequencing-Rackmount15a	19.50%
	Surge Protection-Analog	19.50%
	Custom Multi Circuit Distro	24.50%
	Hybrid AC Line Filter	24.50%
	Power Control	24.50%
	Power Sequencing	24.50%
	Power Sequencing-Rackmount20a	29.50%
	Stage Floor Power Extender	29.50%
	Wallmount - Knobswitch/Monitor	29.50%
	Power Sequencing Controllers	29.50%
	Power Distribution -Low	34.50%
	Power Distribution - High	39.50%
Kramer	Aspen	19.50%
	Cables-Misc	19.50%
	Control	19.50%
	Lassen Digital	19.50%
	Shasta HD	19.50%
	Software	19.50%
	Accessories	34.50%
	Audio	34.50%
	Audio-Misc	34.50%
	Controllers	34.50%

Mfr	Products	Customer Discount % off MSRP
Kramer	Distribution Amplifiers	34.50%
	Isolator	34.50%
	Lassen Analog	34.50%
	Line Protector	34.50%
	Multi-Viewer	34.50%
	Picture-In-Picture	34.50%
	Power Supplies	34.50%
	Rack Adapter	34.50%
	Repeaters	34.50%
	Scalers	34.50%
	Scan Converters	34.50%
	Sierra Pro XL	34.50%
	Signal Generator	34.50%
	Signal Processor	34.50%
	Specialty Products	34.50%
	Switchers	34.50%
	Transmitters/Recievers	34.50%
	Converters/Controllers	34.50%
	Cables	49.50%
	Mounts	49.50%
	Switchers-Modules	49.50%
	Transmitters/Recievers-Misc	49.50%
	Wall Plates	49.50%
LG	LCD TV - Public Display Mode	14.50%
	LED backlit LCD TV - Public Display C Model	14.50%
	LED backlit LCD TV - Public Display E Model	24.50%
	Prosumer - LCD TV	24.50%
	Prosumer - LED TV	24.50%
	Prosumer - Smart TV	19.50%
LifeSize	Certification Voucher	0.00%
	LifeSize Infrastructure Replacement Drive	0.00%
	Onsite Installation	0.00%
	Out of Warranty - Repair/Refurb	0.00%
	Out of Warranty Repair/Refurb Exchange	0.00%
	Recertification Fee	0.00%
	Recertification Fee - Expired	0.00%
	Assurance Maintenance - Micpods	4.50%
	Assurance Maintenance - Micpods - Authorized Partners	4.50%
	Assurance Maintenance - SDI Adapter	4.50%
	Certification	4.50%
	Logitech Accessories	4.50%
	Micpod	4.50%
	Training	4.50%
	Virtual Classroom	4.50%
	LIFESIZE BRIDGE 2200- ASSURANCE SERVICE 1-YR	13.84%
	Assurance Maintenance	14.50%
LifeSize	Video Systems	19.50%
	Assurance Maintenance - Camera	24.50%

Mfr	Products	Customer Discount % off MSRP
	Assurance Maintenance - Lifesize Control	24.50%
	Assurance Maintenance - Team	24.50%
	Assurance Maintenance - UVC Transit	24.50%
	Assurance Maintenance-Authorized Partners	24.50%
	Cables	24.50%
	Cameras	24.50%
	Clearsea	24.50%
	Help Desk Service	24.50%
	LifeSize Infrastructure	24.50%
	Phone	24.50%
	Power Supplies/Cords	24.50%
	Softphone	24.50%
	Training - Enterprise Edition	24.50%
	Video Conferencing Systems	24.50%
	Video Services	24.50%
	Mic-Splitters	24.50%
Listen Technologies	Training	9.50%
	Assistive Listening -Portable Receiver	14.50%
	Cables & Antennas	14.50%
	ListenPoint	14.50%
	Assistive Listening - Basic	19.50%
	Digital IR	19.50%
	Accessories	24.50%
	Assistive Listening System	24.50%
	Digital Conferencing	24.50%
Luidia	Accessories-eBeam	0.00%
	Training	0.00%
	Accessories-Wireless	4.50%
	Accessories-General	9.50%
	Interactive Whiteboard System - Bluetooth/USB	19.50%
	Interactive Whiteboard System - Bluetooth	24.50%
	Interactive Whiteboard System - USB Complete	29.50%
	Interactive Whiteboard System - USB	34.50%
Microsoft	Webcams - HD	19.50%
	Webcam - Basic	24.50%
	Headset	34.50%
	Webcam - Notebook	39.50%
NET	Install & Integration	0.00%
	Repair	0.00%
NET	Onsite Installation	4.50%
	Remote Install	4.50%
	Support Services/Maintenance/Installation	4.50%
	Training	4.50%
	Licenses-Tenor	4.50%
	Support & Maintenance	14.50%
	Abrazo VoIP Applications	29.50%
	SmartSIP VoIP Applications	29.50%

Mfr	Products	Customer Discount % off MSRP
	UX Series	29.50%
	VX Series	29.50%
	Cables & Antennas	39.50%
	Tenor	39.50%
	Call Routing Server	39.50%
	ApplicationServer Base System	39.50%
	Licenses-RMSS	39.50%
Plantronics	Personal media	9.50%
	Headset - Bluetooth	24.50%
	Adapter - 8400 Series	24.50%
	Corded USB - Value	29.50%
	Phones - Corded MS Optimized	29.50%
	Speaker Phones	29.50%
	Speaker Phones - USB	29.50%
	Speaker Phones - Bluetooth	34.50%
	Speaker Phones - PC/Bluetooth/Phone w/mic	34.50%
	Speaker Phones - Wired USB	34.50%
	Accessories	39.50%
	Adapter	39.50%
	Adapters	39.50%
	Corded USB	39.50%
	Headset - Bluetooth/USB	39.50%
	Headset - Corded	39.50%
	Headset - Wireless	39.50%
	Headsets - Aviation	39.50%
	Headsets - Ruggedized	39.50%
	Lifters	39.50%
	Phones - Corded	39.50%
	Phones - Cordless	39.50%
	Speaker Phones - USB w/mic	39.50%
	Headsets - Adapter	39.50%
	Bluetooth - Value	44.50%
	Personal media	44.50%
	Personal media - Bluetooth	44.50%
	Headsets -Retail Bundle	44.50%
	Headsets - Retail Bundle	44.50%
	Adapters - Basic	49.50%
Polycom	Advanced Access Support	0.00%
	Multipoint Implementation	0.00%
	Oniste Install	0.00%
	Premier Support	0.00%
	PRMM Support	0.00%
Polycom	Remote Install	0.00%
	Service Re-Activation Fees	0.00%
	Support Services/Maintenance/Installation	0.00%
	Implementation-RMX	0.00%
	Implementation-DMA 7000	0.00%
	Implementation-Resource Manager	0.00%
	Implementation-JITC	0.00%
	Polycom AdvancedAccess for Premier Onsite	0.00%

Mfr	Products	Customer Discount % off MSRP
	Implementation-CMA/RSS	0.00%
	Implementation-HDX 4500	0.00%
	Phones-Premier Service	0.00%
	Cables	4.50%
	Cables - Crossover	4.50%
	Cameras	4.50%
	CMA Lotus	4.50%
	CMA Upgrade Options	4.50%
	CX 5000 Accessories	4.50%
	CX 7000 Accessories	4.50%
	DMA Upgrade Options	4.50%
	EagleEye Accessories	4.50%
	Gateways	4.50%
	HDX - Software	4.50%
	HDX Accessories	4.50%
	Legacy RSS Licensing	4.50%
	Legacy VSX Accessories and Cables	4.50%
	Media Cart Accessories	4.50%
	Mics	4.50%
	QDX Series Accessories and Cables	4.50%
	RealPresence - Software	4.50%
	RealPresence Media Manager	4.50%
	RMX - Software	4.50%
	RMX Network Modules	4.50%
	RMX Series Accessories and Replacement Parts	4.50%
	RMX Series Resource Upgrade Options	4.50%
	RSS Software	4.50%
	VVX Systems	4.50%
	UC Board and Accessories	4.50%
	UC Board Bundles	4.50%
	VBP 5300 Series Upgrade Options	4.50%
	VBP 6400 Series Upgrade Options	4.50%
	Licenses-RMX 1000	4.50%
	Gateways	9.50%
	Total Coverage 1 Year	9.50%
	Total Coverage-VVX	9.50%
	Touch Control-HDX	9.50%
Polycom	TOTAL COVERAGE PREMIER 1 YR HDX7000 SERIES	11.59%
	CX Systems	14.50%
	Oniste OUI Install	14.50%
	Phones-Accessories	14.50%
	QDX Systems	14.50%
	Total Coverage 1 Year	14.50%
	Total Coverage 3 Years	14.50%
	Total Coverage-VBP/VVX	14.50%
	Total Coverage-RMX 4000	14.50%
	Phones-CX	14.50%
	Phones-VoiceStation	14.50%
	Access Director Appliance, 25/50 Call Licenses	14.50%
	CX Systems	19.50%

Mfr	Products	Customer Discount % off MSRP
	EagleEye Accessories	19.50%
	EagleEye View Camera	19.50%
	HDX Systems	19.50%
	QDX Series Accessories and Cables	19.50%
	RealPresence Group 300 Systems	19.50%
	RealPresence Group Series Cables	19.50%
	RealPresence Group Series Cameras	19.50%
	RealPresence Ready Bundle	19.50%
	Telepresence M100	19.50%
	Phones-CX	19.50%
	Phones-Soundstation Connect	19.50%
	POLYCOM CX300 DESKTOP PHONE MOC R2, USB	23.80%
	POLYCOM CX600 IP Phone for Microsoft Lync	23.11%
	Access Director Appliance, 100/250/500 Call Licenses	19.50%
	Access Director Call Licenses	29.50%
	CMA - Software	29.50%
	CMA Systems	29.50%
	EagleEye Bundles	29.50%
	EagleEye Camera	29.50%
	HDX 8000 Systems	29.50%
	HDX Executive Systems	29.50%
	HDX Media Center System	29.50%
	HDX Network Modules - PRI/BRI	29.50%
	HDX Upgrade Kit	29.50%
	Media Cart	29.50%
	Phones - VVX	29.50%
	QDX - Software	29.50%
	RealPresence Group 500 Systems	29.50%
	Resource Manager Systems	29.50%
	Soundstation	29.50%
	Tele-Health Carts	29.50%
	Phones-Teleworker Bundle	29.50%
	Legacy VSX-Modules/Software/Components	29.50%
	Phones-Soundstation IP5000	29.50%
	Phones-Soundstation 2	29.50%
	HDX Network Modules - PRI/BRI	34.50%
Polycom	Phones-VVX	34.50%
	Phones-Soundstation	34.50%
	Phones-VTX	39.50%
	Phones-VTX	44.50%
RevoLabs	Accessories - Fusion	14.50%
	Mics - Fusion	14.50%
	Support Services/Maintenance/Installation - Fusion	14.50%
	Accessories	19.50%
	Amplification Systems	19.50%
	Mics	19.50%
	Support Services/Maintenance/Installation	19.50%

Mfr	Products	Customer Discount % off MSRP
snom	Accessories-Misc	0.00%
	Phones-Accessories	9.50%
	Headset	14.50%
	USB/Bluetooth	19.50%
	Cordless Phone	19.50%
	Accessories	24.50%
	IP Phone - Touchscreen - Black	24.50%
	Expansion Module	29.50%
	Headset - Bluetooth	29.50%
	IP Phone - Advanced	29.50%
	IP Phone - Visio	29.50%
	Mics	29.50%
	Phone Stands - Other	29.50%
	IP Phone - Advanced II	34.50%
	IP Phone - Basic	34.50%
	Phone Stands - 300	34.50%
	SIP Conference Phone	34.50%
	Accessories-Power Supply	39.50%
	Phone-UC	39.50%
	IP - Phone - Touchscreen - Grey	44.50%
	Accessories-Battery	49.50%
Tele-Communication, Inc.	Support Services/Maintenance/Installation	39.50%
	Technical Services (for any item on the contract)	39.50%
	Installation Onsite(for any item on the contract)	39.50%
	Installation Remote (for any item on the contract)	39.50%
Tightrope Tightrope	On-Site Technical Support (for any item on the contract)	39.50%
	Training Offsite (for any item on the contract)	39.50%
	Training Onsite (for any item on the contract)	39.50%
	Tuner	0.00%
	Digital Signage - Basic - Silver	4.50%
	Support Services/Maintenance/Installation	4.50%
	Digital Signage - Small	4.50%
	Digital Signage - Rackmounted	9.50%
	Digital Signage - Appliance	14.50%
	Digital Signage - Basic	14.50%
	Digital Signage - Linux License	14.50%
	Digital Signage - Server License	14.50%
Vaddio	Digital Signage - Server	19.50%
	Digital Signage - Windows License	19.50%
	WIFI	44.50%
	Cards	0.00%
	Cables-CCFC	0.00%
	Optical Units	0.00%
	WallView Pro/CCU	0.00%
	WallView Pro900/CCU	0.00%

Mfr	Products	Customer Discount % off MSRP
	Lens-BRC-z700	0.00%
	Camera-Sony H900	0.00%
	Cards-BRBK300	4.50%
	Cards-CCFC	4.50%
	Cards-HD/SD/SDI	4.50%
	WallView Pro/Canon	4.50%
	Cameras-Sony Z	4.50%
	Camera - Wallview - Pro HE20	9.50%
	Wall Mount - BU PTZ Camera	9.50%
	WallView Pro/Canon	9.50%
	Cables-Control	9.50%
	WallView-CCU700/330	9.50%
	Cards-HD18-20	9.50%
	Cameras-Sony H	9.50%
	Accessories-Joysticks	9.50%
	Cameras-WallView Pro 300	9.50%
	Cameras-CCU 300	9.50%
	Cables-Kit	14.50%
	Camera - Wallview - CCU HE120/Z700	14.50%
	Cameras-Sony HD3V	14.50%
	Cables-Basic	19.50%
	Cables-HD	19.50%
	Accessories-Dome	19.50%
	Cameras-AutoTrak	19.50%
	Cameras-Sony-EVI/WallView D	19.50%
	Cameras	24.50%
	Controllers	24.50%
	Mounts	24.50%
	Quick Connect	24.50%
	AV Bridges	24.50%
	LCDs	24.50%
	Wiring-Quick-Connect	24.50%
	Adapters	29.50%
	Brackets	29.50%
Vaddio	Camera - Clearview	29.50%
	Camera - Wallview - CCU18/20	29.50%
	Camera - Wallview - HDMI - 20	29.50%
	Controller	29.50%
	Enclosure	29.50%
	Mounts	29.50%
	AutoView	29.50%
	Cables-15 Pin	29.50%
	Cables-Extension	29.50%
	Cables-DVI/HDMI	29.50%
	OneLink	29.50%
	Power	29.50%
	Camera-Vaddio 70	29.50%
	Cameras-WallView HD18/19	29.50%
	WallVIEW PRO EagleEye 1080HD	29.50%
	WallVIEW PROHE	29.50%
	Accessories-StepView	29.50%
	Wall Brackets	34.50%

Mfr	Products	Customer Discount % off MSRP
	Wall Mount - Thin	34.50%
	Mounts-Kit	34.50%
	Cameras-Canon	34.50%
	Cameras-Panasonic	34.50%
	Control Adapters	34.50%
	Rack Panel	34.50%
	Cables-Specialty	39.50%
	(blank)	39.50%
	Cables-ProductionView	39.50%
	Lens-Sony	39.50%
	(blank)	44.50%
	Cables-ProductionView	49.50%
	Cards-SDI	49.50%
VFI	Accessories	24.50%
	Amplifier	29.50%
	Furniture	39.50%
	Furniture - Accessories	44.50%
	Furniture - Pkg	44.50%